

Message Text

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ORIGIN NEA-10

INFO OCT-01 ISO-00 PM-04 NSC-05 SP-02 SS-15 CIAE-00
INR-07 NSAE-00 DODE-00 MC-02 ACDA-07 AID-05 IGA-02
OMB-01 TRSE-00 COME-00 EB-08 /069 R

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APPROVED BY NEA/ARP:JWTTWINAM
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TO AMEMBASSY DOHA PRIORITY

C O N F I D E N T I A L STATE 097535

E.O. 11652: N/A

TAGS: MASS, PFOR, QA, US

SUBJECT: QATARI INTEREST IN PURCHASE OF ALL-TERRAIN
MILITARY VEHICLE

REFERENCE: DOHA 0521

1. FOLLOWING RECEIPT OF REFTEL, DEPARTMENT OFFICERS MET WITH FMC WASHINGTON REPRESENTATIVE WHO PROVIDED ADDITIONAL INFORMATION ON "TATUS OF XR-311. VEHICLE IS STILL BEING TESTED BY U.S. ARMY AND NO DECISION HAS YET BEEN MADE TO PURCHASE THIS TYPE VEHICLE. (FYI: FMC REP ACKNOWLEDGED THAT IF USG WERE TO PURCHASE THIS TYPE OF VEHICLE, CHRYSLER WOULD LIKELY BE FMC'S COMPETITOR FOR SALE. AS PART OF SALES PRESENTATION, REP TOLD ARP OFFICERS THAT FMC HAD DONE EXTENSIVE RESEARCH AND DEVELOPMENT ON VEHICLE AND THAT ALL PARTS WERE STANDARD COMMERCIAL ITEMS. FOR EXAMPLE, ENGINE AND TRANSMISSION ARE FROM CHRYSLER.) END FYI.
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2. SINCE VEHICLE STILL IN TESTING STAGE, ONLY A FEW PROTOTYPES EXIST AND NONE HAVE BEEN SOLD TO ANY FOREIGN COUNTRY INCLUDING SAUDI ARABIA. (REFTEL) FMC WOULD HAVE TO HAVE SUFFICIENT ORDERS FROM USG OR FOREIGN BUYERS IN ORDER TO JUSTIFY FULL PRODUCTION. FMC REP USED 500 TO 1,000 VEHICLES AS NUMBER WHICH WOULD ALLOW COMPANY TO PUT VEHICLE

INTO PRODUCTION. OF COURSE, USG APPROVAL WOULD BE REQUIRED FOR ANY FOREIGN SALES, BUT VEHICLE WILL BE AVAILABLE IN EITHER COMMERCIAL OR MILITARY VERSIONS. COMMERCIAL VERSION IS SUBJECT TO LICENSING BY USDOC, ONLY MILITARY VERSION WOULD BE SUBJECT TO MUNITIONS CONTROL LICENSING AND PROCEDURES. IN ANY EVENT, FMC ESTIMATES THAT IF AND WHEN IT GETS ORDER ENABLING IT TO BEGIN COMMERCIAL PRODUCTION, DELIVERY DATES WOULD BE APPROXIMATELY TWO YEARS LATER.

3. AS NOTED ABOVE, COMMERCIAL VERSION OF XR-311 ALSO IN EXISTENCE, ACCORDING TO FMC, BUT THIS WOULD ALSO REQUIRE SUFFICIENTLY LARGE ORDERS TO ENABLE COMPANY TO START PRODUCTION. COMMERCIAL VERSION APPARENTLY DIFFERS LITTLE FROM MILITARY VERSION. RELATIONSHIP IS APPROXIMATELY THAT OF MILITARY AND CIVILIAN MODELS OF JEEP.

4. REGARDING QATARI INTEREST IN VEHICLE, THERE ARE SEVERAL POSSIBILITIES FOR FURTHER DISCUSSION. FMC WILLING TO MAKE ONE VEHICLE AVAILABLE FOR TESTING IN QATAR. SOME ARRANGEMENTS WOULD HAVE TO BE MADE BETWEEN COMPANY AND GOQ TO SHIP VEHICLE. FMC WOULD LIKELY PROVIDE TECHNICIAN FOR PERIOD OF TESTING. THIS WOULD BE A REASONABLY EXPENSIVE PROPOSITION. ALTERNATIVELY, FMC WOULD WELCOME VISIT BY GOQ REPRESENTATIVE TO ITS PLANT IN CALIFORNIA WHERE VEHICLE IS TESTED. THIS SEEMS THE MORE ATTRACTIVE PROPOSAL, BUT GOQ OFFICIALS MUST UNDERSTAND THAT NO VEHICLE OF THIS TYPE COULD BE DELIVERED IN QATAR UNDER THE BEST CONFIDENTIAL

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OR CIRCUMSTANCES IN LESS THAN TWO YEARS.

5. THERE IS NO OBJECTION IN PRINCIPLE TO SALE OF REASONABLE NUMBER OF MILITARY VERSION TO QATAR BECAUSE THIS SYSTEM IS NOT IN THE U.S. MILITARY INVENTORY AND DOD HAS NO DATA ON OPERATION, SUPPORT OR MAINTENANCE. LOGISTICS SUPPORT OF ITEM NOT IN U.S. INVENTORY ALSO PRESENTS SOME PROBLEMS. COMMERCIAL SALE WOULD THEREFORE BE PREFERABLE IN THIS CASE.

6. SHOULD GOQ WISH TO CONTINUE DISCUSSION WITH FMC OF XR-311, ARP WILL BE PLEASED TO OFFER ASSISTANCE. IF GOQ WISHES TO APPROACH COMPANY DIRECTLY, IT SHOULD CONTACT MARTIN PADOLINO, FMC CORPORATION, 727 - 23RD STREET SOUTH, P.O. BOX 2708, ARLINGTON, VIRGINIA 22202.

CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
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Current Classification: UNCLASSIFIED
Concepts: PROCUREMENT, GROUND VEHICLES, MILITARY SALES
Control Number: n/a
Copy: SINGLE
Sent Date: 29-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
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Executive Order: GS
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